

DOWN IN THE SOUTHWEST: THINGS DOING IN RUSSELL

Cattle Raising, and How It Pays
In Just One of the
Counties.

FARM DEMONSTRATOR TALKS
Russell County Making a Good Thing
in the Cattle Line—Other Things
Growing Out of It—Read and
Learn as You Go Along.

W. G. Wisor, farm demonstration
agent for Russell County, in response
to an inquiry from the Industrial
Editor, writes a rather lengthy letter,
but his careful pen is worth while.

Mr. Wisor writes:
Demonstration work covers such a
broad field and includes so many in-
terests that it is practically impossible
to more than give a brief summary of
the most important facts, perhaps the fol-
lowing should be included: Livestock
improvement, proper use of time and
fertilizers with reduction in cost of
same due to co-operation and organiza-
tion, use of better seed corn, small
grain, and grass, alfalfa growing, and
the Boy Corn Club.

I believe that more has been accom-
plished for Russell County in the di-
rection of live-stock improvement than
in any other. This is a cattle county.
At least three-fourths of our income
is from cattle, hence the vital impor-
tance of high grade animals.
January 1st, of this year, Russell
County had less than ten pure-bred
bulls within her boundaries. She was
using scrub sires and losing twenty-
five to fifty dollars on every steer by
so doing. Think that that was a
waste of four thousand cattle are shipped
each year. We now have sixty regis-
tered bulls in service in the county.
This radical change has been brought
about by the organization of a stock
company known as the Russell County
Stock Breeders Company, Inc. This
company has a capital stock of seven
thousand dollars and now owns more
than fifty pure-bred bulls.

I will not attempt to outline the plan
of organization. Allow me to say that
the plan is working ideally and that
the prospects are indeed bright. Homes
have been secured for twelve more
pure-bred bulls, and next Spring it
seems likely that sufficient additional
stockholders will be secured to pur-
chase at least thirty bulls, bringing
the total number to about ninety. This
will be sufficient to meet the present
needs of the county.

FACTS THAT HAVE COME TO THE SURFACE

Some idea of the importance of this
movement may be had by the following
statement made by one of the
leading farmers of the county at a
meeting of the stock company: "The
organization of this stock company is
indeed an important step. Russell
County only by one event—the build-
ing of the Norfolk & Western Railway
through the county at a time when we
were thirty miles from the nearest
road."

Looking to the future, it is evident
that Russell County must produce her
own pure-bred stock if she is to insure
the use of pure-bred sires in the future.
With this end in view, we have ar-
ranged to import a large number of
pure-bred Shorthorn cows. The county
agent, has to date, secured orders for
forty registered cows, the same to be
purchased co-operatively by a com-
pany.

Aside from the fact that Russell will
produce her own pure-bred stock, she
will profit by the sale of those not need-
ed at home. By standardizing the same
as we have done, by having a large
number of the particular breed for sale,
and by co-operative advertising, the
findings of the purchasers will be an
advertising medium for the county.
The same purpose as to milking, a pure-
bred cow will produce calves worth at
least twice as much as the calves from
grade cows. By introducing a hundred
registered cows into the county, we will
have many times that number, since
most of the owners of one pure-bred
cow will keep their heifer calves to re-
place grade cows, thus saving the cost
of building up a pure-bred herd.

It is a temptation to discuss at length
the subject of live stock, but permit us
to divert to a more fundamental topic.
The soil is the basis of the county's
wealth. It is the foundation upon which
the more fundamental of growing good
grain, large grain crops and heavy yields
of hay, profitable live stock production is
possible.

LIME AND ITS USES

It has been definitely shown on hun-
dreds of farms in Southwest Virginia
that lime is needed, and that applica-
tions of lime to the soil are profitable.
Lime is profitable, in fact, essential, to
successful crop production. Yet com-
paratively little lime has been used in
Russell County. On hundreds of our
farms clover does not grow at all suc-
cessfully, nor will it until lime is ap-
plied to sweeten the acid soil. Nothing
is more vital to soil enrichment
than the growth of clover and legumes.
Lime, then, must be the first step
toward effective permanent improve-
ment.

I firmly believe that we have suc-
ceeded in arousing the farmers, through
hundreds of personal interviews, meet-
ings, and newspaper articles to the im-
portance and necessity of using lime.
It seems likely that not less than 400
limb kilns will be burned in the county
this fall and winter. In addition, three
co-operative organizations for the
grinding of limestone are in the process
of formation, and the output of a large
stack kiln has been made available to
the farmers who live within hauling
distance. Lime is now being had at a
very reasonable cost.

Until this fall fertilizers have been
costing our farmers much more than
they should, thus limiting their profit-
able usage. To remedy this evil prices
were secured from fertilizer manufac-
turers and 400 letters mailed out to
the farmers of the county quoting them
the same prices laid down at their re-
spective stations. Invitations were ex-
tended to the dealers of the county to
compete with these prices, and the
promise made that, should they equal
the quotations, all orders for fertilizer
would be purchased co-operatively.

The dealers met the wholesale
prices, and fertilizer is now available
to the farmers of Russell County at a
lower price than ever before. This in
the face of the fact that all fertilizers
have advanced considerably since the
beginning of the war. Prices now
range from \$1 to \$2 less per ton than
those of last spring. At least \$1,500
will be saved the farmers of the county
through this movement.

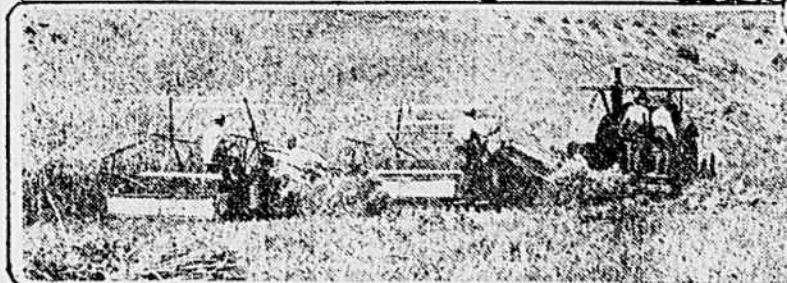
Some Things That Are Evident.
In addition to lowering the price of
fertilizers, we are having wonderful
success getting the farmers to use the
right fertilizing elements, thus secur-
ing maximum returns for money ex-
pended. In nine cases out of ten the
fertilizer advised is being used in the
quantity recommended, and applied as
directed.

Last year comparatively few farmers
were using pure-bred seed corn; mixed,
"run out," and inferior varieties were
the rule, not the exception. This sea-
son we have approximately 150 farm-
ers growing pure-bred corn of the most
improved varieties. Next year there
(Continued on Sixth Page.)

SEE DEAR OLD VIRGINIA FIRST



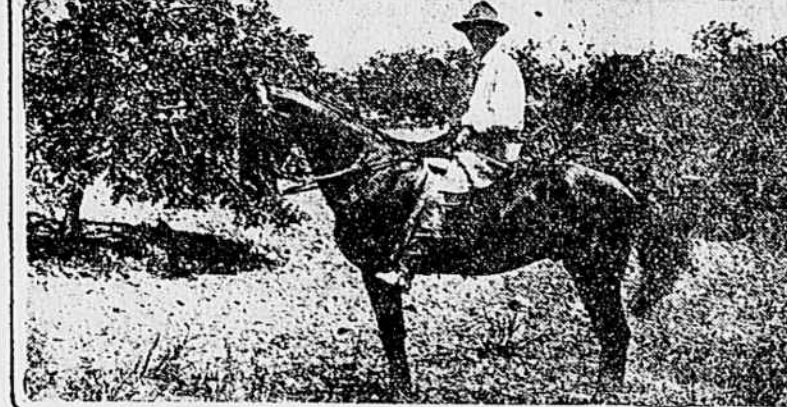
Cattle We Grow in Virginia



Hay We Grow in Virginia



Horses We Grow in Virginia



Fruit and Other Things We Grow in Virginia

VIEWS AND NEAR VIEWS: HINTS AND SUGGESTIONS

BY FRANK S. WOODSON,
Industrial Editor.

This column is open to contribu-
tors who have something to say of a
suggestive nature, and who are
willing to make hints and sugges-
tions looking to the better develop-
ment of the good old States of Vir-
ginia, West Virginia and North
Carolina, and who can hold their
own in the life of the community. A
man of 150 to 200 words. Such com-
munications, addressed to the In-
dustrial Editor, will receive prompt
attention.

Review and Outlook.

Mr. Washburn, of the R. G. Dun &
Co. Mercantile Agency, makes the fol-
lowing special local report for the In-
dustrial Section of The Times-Dispatch:
"The local trade situation the past
week was unmarked by special features
and no material increase in general
business is looked for until the move-
ment of crops. Country merchants have
bought sparingly for months, and, in
consequence, their stocks are at the
minimum. As the fall will doubtless
witness a refilling of shelves, whole-
salers have anticipated this broadening
of trade by purchasing fairly liberally.
Special sales are being conducted in re-
tail circles with satisfactory results.
Labor troubles in munition factories
have at least temporarily disappeared,
and the demand for skilled and un-
skilled labor is increasing."

Government Crop Reports Continue Promising.

Corn has made good growth the
past two weeks, and a bumper crop
of cereals is assured. A larger crop of
potatoes will be marketed this season
than last, and throughout North Car-
olina many new warehouses have been
erected to take care of the increase.
Cotton acreage in Virginia and North
Carolina has been reduced from 25 to 20
per cent this year, conditions of plants,
however, are reported from fair to
good.

The assurance from the Secretary of
the Treasury that ample funds will be
deposited with Southern banks for the
handling of crops has produced a feel-
ing of cheerfulness among planters.

The Bumper Crops and Their Meaning.

"The recent rains" says the Fred-
ericksburg Star, "have assured a bumper
corn crop in this section of Virginia
and, in fact, all over the State. As corn
is our largest and most valuable crop
it looks as if the farmers of the State
should find themselves better off this
fall than at any time for the past four
or five years. Not only the corn crop,
however, but all other crops, save hay,
have been good this summer, this ap-
plying particularly to wheat and oats.
We hope this season is only a fore-
runner of many more to come."

Good Time Works Out All Things.

"The world was not made in a day,"
says the Clifton Forge Review, "and
therefore no one should expect business
conditions to become normal in a brief
space of time, following several years
of stagnation. Especially is this true
concerning the iron market, which has
been unsteady for at least six years.
Under the Taft administration iron
dropped below the cost of production
and only within the past few weeks

has there been any increase. The fact
there is to be a greater demand for
iron at a price that will bring a
profit to the manufacturers, is an in-
dication of better times in this im-
mediate section of Virginia. It would
not surprise us to see all of the idle
furnaces go into blast and work a
large force of men from this on. In
any event, the people of this city are
going to be benefited by the starting
up of a part of the furnaces, which
will provide employment to those who
have for months and years been unable
to secure steady work. This improved
condition, along with good crops on
the farms, means that Clifton Forge
is going to improve with the passing
days. In these parts at least, the pes-
simist is the only individual out of a
job."

The Mill City Does Well.

"Lynchburg is to be congratulated,"
says the News, the morning paper of
that town, upon the election of Wal-
ter Pettijohn to the presidency of the
Chamber of Commerce. A wiser selec-
tion could not have been made. Mr.
Pettijohn types the spirit which is
most progressive, virile, constructive
in the life of the community. A man
of large affairs, of large achievement,
of positive, affirmative force, he em-
bodies those attributes of leadership
which make for big results, and in-
tegrity and strength and carrying power
to any cause in whose behalf his sym-
pathies and activities are enlisted."

The Fat and The Lean.

Here is the way the Halifax Gazette
looks at the local situation:
"Every farmer of Halifax, being a
good biblical student, knows of course
the story of Joseph and his brethren,
and the seven lean and seven fat years,
but few of them think of taking this
story to themselves. And yet if there
ever was a place in which the fat
years made it hard to take of the
lean ones that place is Halifax
County in the State of Virginia."

It's All One Way.

Frank W. Lundy, of the
Gadsden Board of Trade, Quincy, Fla.,
writes:
"We have considerable fine dogwood
timber in this section, and understand
that some of the makers of bobbins,
spindles and spools in the cotton man-
ufacturing industry."

"If you can give us some informa-
tion about this it will be appreciated.
Would also like to have the names of
some manufacturers of machinery for
turning out these bobbins, spindles and
spools."

WANTED

SECOND-HAND
BAGS AND BURLAP

You Have a lot of Bags, Burlap, Scraps or Old
Bags torn beyond repair.

We Buy ALL KINDS—any quantity, qual-
ity or condition.

We Pay BEST PRICES AND MAKE
QUICK RETURNS.

Write Us Let us know what you have and
we will quote you prices.

RICHMOND BAG CO., Inc.
1112 E. CARY ST., RICHMOND, VA.

THERE ARE PEACHES GALORE! MARKETS THAT ARE CROWDED

WINCHESTER, VA., August 28.—The
bottom has almost fallen out of the
peach market in the Virginia counties
of the lower Shenandoah Valley and in
some sections of the adjoining counties
of the eastern panhandle of West Vir-
ginia, so far as the growers getting the
prices they anticipated earlier in the
season. Express companies and rail-
roads are being taxed to their utmost
to handle the fruit that is offered for
shipment each evening. The markets
of Baltimore, Washington, Philadelphia
and Pittsburgh, and although the ship-
ments continue to increase growers and
shippers declare the fruit is bring-
ing much lower prices in the large
markets than usual. It is said people
in the cities have become tired of see-
ing peaches, and that they will not buy
them unless the best grades are offered
at bottom prices.

Scores of large wagons loaded down
with peaches of exceptionally fine qual-
ity can be seen daily on the streets of
Winchester, Martinsburg and other
cities and towns, the same being sold
practically at the buyers price. Other
growers are offering to sell their best
peaches at 25 cents per bushel, if the
people will come and get them, while
still others have offered to give them
away, provided those doing the pick-
ing leave the trees uninjured. The
crop has turned out to be not only large,
but of much finer quality than usual,
but it is difficult to get paying
prices. The railroads and express com-
panies are even pressing baggage, mail
and large refrigerator cars into service
on their passenger trains in order to
help in the work of moving the great
output.

THE BIG AMHERST FAIR

It Will Be Pulled Off in Great Shape at
the Appointed Time.

The 1915 catalogue and premium list of
the Amherst County Fair Association
has just been gotten out. The associa-
tion, together with many Lynchburg
and Amherst merchants, and the Board
of Supervisors, is offering some very at-
tractive premiums this year in all de-
partments, which are as follows:

School department, including literary
work, agriculture, nature study, domes-
tic science, domestic art and manual
training, in charge of C. L. Scott, dis-
trict superintendent, assisted by Misses
Hester Scott and Bessie Whitehead.
Women's department, including hand
sewing, machine sewing and various
kinds of fancy work, in charge of Mes-
dames F. C. Campbell, Thomas White-
head and W. Ward Hill.

Livestock department, including
horses, mules and ponies, in charge of
Dr. W. Walker and H. L. Pace, and
swine, in charge of T. B. Davis, A. H.
Moore, Seldon Harrison and W. B. Kash.
Poultry department, in charge of E.
M. Board, O. R. Pettijohn and R. P.
Adams.

Farm and garden products, superin-
tendent, F. V. Settle.
Amplex, superintendent, W. K. Snidley.
On the last day of the fair the grand
tournament will be held, followed by
the ball that night.

The fair will be held Wednesday,
Thursday and Friday, September 22, 23
and 24.

New Industry for Hickory.

Hickory, N. C., August 28.—A new
enterprise is credited now to Hickory.
Cordage is now to be manufactured
here by the Highland Cordage Com-
pany, which has been incorporated with
an authorized capital of \$125,000. H.
Geitner, A. A. Shuford, J. W. Wal-
lick and others incorporated the new
company.

Do Not Wait Until Sept. 1st

If you are going to move give us your order NOW.

Will store or pack and ship your household goods direct
to your residence in any large city.

Will clean, disinfect, and guarantee your rugs against
moths if stored with us.

Will store your silver
and other valuables.

W. Fred Richardson, Inc.

Fireproof Storage.
Main & Belvidere Streets.
Randolph 848.

Write for booklet and general literature to:
OLD DOMINION INDUSTRIAL CORPORATION,
West Point, Va. (Port Richmond).

LIVE STOCK INDUSTRY IN GREAT SOUTHLAND

Interest in a Great Industry Being
Aroused in Dixie Land, Vir-
ginia Especially.

NEED TO RAISE MORE CATTLE
Southern Cattlemen Had Great Meet-
ing in Birmingham and Set the
Pace for More Southern Effort in
the Live Stock Line.

"Encouraging manifestations of in-
creasing interest in stock raising are
appearing in various parts of the South
at this time," says the Manufacturers'
Record. "The tremendous importance
of building up a cattle industry in all
portions of the South appears to be ap-
preciated now to a greater extent than
ever before. Meetings of cattle men's
associations are being held, organiza-
tions are being perfected to foster the
growth of the cattle-raising industry,
and individual attention is being given
to the subject by farmers, merchants
and bankers in various places through-
out the South."

Mention was made not long ago of
the shipment of a trainload of cattle
from Kissimmee, Fla., to the stock-
yards at St. Louis, and further infor-
mation from Florida demonstrates that
a great interest is being taken in the
raising of Herefords and other high-
grade beef cattle, and the growth of
the stock industry in that State seems
to be on a firm foundation.

"In North Carolina much public in-
terest is being taken in improved and
extended methods of stock raising,
while in Mississippi and in other States
of the South the farmers, as well as
merchants and bankers, are recognizing
the great value to the entire community
which this form of diversified agricul-
ture gives."

"There is no disposition to urge the
cotton farmer to entirely abandon
growing cotton and concentrate wholly
on stock raising, the contention being
that stock raising should go hand in
hand with other activities of the farm.
Stock raising is a means of increasing
individual independence, while, at the
same time, stock raising by farmers
in general would vastly increase the
prosperity of the South as a whole."

"Significant recognition of the im-
portance of increasing attention to
stock raising in the South is found in
the meeting of the Southern Cattle
Men's Association at Birmingham last
week. There was a large attendance of
cattle men and others, including
bankers from Birmingham, St. Louis,
Chicago and elsewhere. An interesting
feature of this meeting was the propo-
sition to organize a stockmen's bank
with capital of \$1,000,000 to finance the
cattle men of the South. The propo-
sition was indorsed by bankers from
Chicago and elsewhere, who recog-
nized that the financing of the cattle in-
dustry of the South is a factor of im-
portance. The importance of knowing
how to handle cattle, having neither
too few nor too many to handle advan-
tageously, was pointed out, but the
prime requisite in establishing bank-
able credit was declared to be honesty
and integrity."

A prospective bor-
rower, as one speaker put it, may
have limited capital, his security may
not afford all the margin that a first-
class bank loan should have, but if his
business and personal dealings have
been above reproach, he has gone a
long way toward establishing credit.
If the banker knows that the proposed
borrower is diversifying his crops, is
keeping his soil rich, has his fences
and improvements in good repair, car-
ries insurance on his buildings, grows
a large proportion of what his family
and labor eat, as well as his animals,
and has about him hogs and chickens
and milk cows, as well as beef cattle,
he may be fairly sure that the loan
risk is a good one."

WOOD MILL WORKERS

They Had a Convention in Charleston,
Virginia Ably Represented.

The summer meeting of the Southern
Millwork Manufacturers' Association, which
was held recently in Charleston, S. C., was
a right big affair.
The name of the organization, under
whose auspices the meeting was held,
is the Yellow Pine Lumber, Door and
Blind Manufacturers' Association.
That is an awful long name, but the
folks composing the association, or at
least the thirty or forty members of
the same, who gathered in Charle-
ston, cut the proceedings a little short
by attending strictly to business.

The Virginia representative was
George M. Robeson, a mill man and
wood worker of Farmville. Mr. Robe-
son made a talk in which he urged the
manufacturers of yellow pine millwork
to pay more attention to the selection
of the lumber used in the manufac-
ture of the doors and millwork and
to take more care in its manufacture
and grading.

DOINGS WORTH WHILE UP IN BUCKINGHAM COUNTY

The Sumac Trade Flourishes and Helps
Out—Good Roads Coming—The
State Highway.

NEW CANTON, VA., August 28.—
There is no telling the resources of Old
Virginia. For instance, vast quantities
of sumac are being gathered in all sec-
tions of Buckingham, Fluvanna and
Cumberland Counties, and marketed at
the principal towns of these counties.
Business men state that nothing com-
parable to this activity has ever been
known before. Some sumac markets in
this section have bought and paid for
as much as 40,000 pounds in one day,
losing 10 cents a pound in the process.
It is thought here that the fall trade,
to get German dye stuffs has tremen-
dously increased the demand for
sumac. The product from this section
is shipped north, and after being run
through extract mills, is used by nu-
merous cotton goods and calico fac-
tories principally in the print goods
section of the New England.

State Highway Commissioner George
P. Coleman has announced that he
would take up the matter of the new
State highways in Buckingham County
early in September. A large number of
miles of highly improved highway will
be built according to State specifica-
tions. The principal road will be that
from Brems Bluff south, connecting at
St. Louis, and further information from
Counthorse and points west. This road
is expected to be later a link in the
Richmond to Lynchburg highway.

At the September election voters will
determine whether or not there shall
be another bond issue in addition to the
bond issue declared by the Board of
Supervisors this summer. It is thought
all carry over what is left of the bond
there is a strong and growing senti-
ment in Buckingham County in favor
of good roads at any cost.

The state industry at this place is re-
viving considerably from the depres-
sion which lasted throughout last fall
and winter, and to some extent through-
out the spring. Building activity through-
out the South is gradually becoming
normal, and the government report for
the first of August, which shows the
estimate made for this year's crops
(Continued on Sixth Page.)

HANES COMPANY ENLARGES

Richmond Contractors Score Another
Big Snag.

WINSTON-SALEM, N. C., Aug. 28.—
The P. H. Hanes Knitting Co. will build
an additional mill (No. 4) for its plant
at Hanes, several miles from this city.
This mill will be equipped for spinning
knitting yarn, and the contract for
the building has been awarded to the
Travers-Wood Company, Richmond. The buildings will
include 35 operatives' cottages and a
mill two stories high, 200x125 feet,
with concrete foundation, with brick walls
and steel beams.

PAINTS

ORIGINAL
Tanner Paint & Oil Co.

1417 and 1419 E. Main St.
Richmond, Va.

Then Why Not

Waverly, Va.

With its banking facilities, modern schools, good churches, electric lights,
paved streets throughout the town, mineral springs nearby. Two railroads
—competing freight rates. Finest climate in the world.

Special inducements offered to new enterprises, particularly of the
woodworking industry.

Small farms near town at reasonable prices. For information address

ROBERT W. ALNOLD,
Mayor and Chairman Publicity Committee.

H. A. Gray, President of Town Council.

Virso, Virginia

The New Town--the Manufac-
turing City That is to Be

Growing from the Ground Up

THE NEW TOWN SITE WITH THREE TRUNK
LINE RAILROADS.

Located in Lunenburg County, where the Prince
Edward County line comes up, and where the Virginian
Railway, the Southern Railway and the new line of
the Norfolk and Western Railway meet and come to-
gether.

ON THREE TRUNK LINES, TWO OF THEM COM-
ING DIRECT FROM THE COAL MINES, AND ALL
THREE PUTTING VIRSO in quick touch with Rich-
mond, Lynchburg, Petersburg, Norfolk, Baltimore, New
York and all the big markets of the country and the
world.

SPECIAL INDUCEMENTS OFFERED FACTORIES
AND OTHER BUSINESS HOUSES SEEKING A LOCA-
TION FOR TRADE CLOSE TO HOME. VIRSO BIDS
FAIR TO BE A JOBBING CENTER.

For full particulars write to

The Virso Development Corporation

AT THEIR TEMPORARY OFFICE,
KENBRIDGE, VA.

Abnormalities Must Pass;

War Must Close;
NATURAL RESOURCES ABIDE;
FOODSTUFF ADVANCING;

FARM LANDS MUST ENHANCE AND PROSPERITY'S TIDE IS BACK
TO THE FARM.

Send for catalogue of Farms and Timbers.

Virginian-Seaboard Realty Co.,
ALBERTA, VA.

OLD DOMINION INDUSTRIAL CORPORATION

West Point, Virginia

All that its name implies. Doing things for West Point and all of
Virginia.

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West Point, Va. (Port Richmond).